



## *Report to the Auburn City Council*

Action Item

Agenda Item No.

4

City Manager Approval

To: Mayor and City Council Members  
From: John F. Ruffcorn, Chief of Police  
Date: June 24, 2013  
Subject: Municipal Financing of Police Vehicles

### *The Issue*

Should the City Council approve the acquisition of two police vehicles utilizing the Ford Municipal Financing Program?

### *Conclusion and Recommendation*

Based on our research, Staff is recommending that the City Council approve the change in our purchase process from upfront payment of new police vehicles and approve the Ford Municipal Financing Program of police vehicles through the vehicle manufacturer. After five years the financing is complete and the ownership of the vehicles is realized with a final payment of one dollar.

### *Background*

In the past, the police department has budgeted for police vehicles in a traditional manner with a request which included the full dollar amount for the purchase and outfit of a marked police vehicle. If the request was approved, the full dollar amount for the purchase and outfit needed to be allocated and used upfront at the time of purchase and outfit. Through the Ford Municipal Financing Program (MFP), the funds are disbursed on a flexible payment program for the end-user, in this case the City of Auburn, within the guidelines of the program, such as monthly, quarterly, bi-monthly, bi-annually or yearly. Our finance department has requested quarterly payments if this program is approved and utilized.

Our current marked police fleet has seven vehicles ranging from 2000 to 2007 year models. In May of 2013, the mileage on the marked police units ranged from 97,940 to over 166,000 miles. The common average mileage for police units ranges from 80,000 to 100,000 miles. In some cases overhaul of police vehicles at a cost to cities, counties and state entities may allow the mileage up to and above the 120,000 mile mark. We do not have any overhauled police units in our fleet. As the mileage increases on vehicles, so do some of the repair costs. In addition to higher mileage and increased repair costs, the patrol cars need service more frequently. The more frequent service

intervals cause more down time for the patrol vehicles and higher maintenance costs. In short, with higher mileage vehicles we also see higher failure rates of the vehicles.

The police department is currently leasing three non-pursuit rated vehicles through Enterprise. Although the marked police units would not be leased in the traditional sense, they would be budgeted and paid for on a convenient payment schedule and after the five year financing period has ended a single final payment of one dollar would complete the purchase of the vehicle and the City of Auburn would then own the vehicle outright. Based on our current use of vehicles and mileage, the financed vehicles would still be able to be used as the mileage would range between 55,000 and 65,000 miles.

The new color for the new police interceptors will be solid white. In addition, the new all white police interceptors will be outfitted with a new graphics design (see attachment "J"). The vehicles would be acquisitioned from Ford, financed through Ford Credit and outfitted by Lehr Auto Electric and Emergency Equipment (Lehr) in Sacramento. Lehr Auto has been in business since 1945 and in addition to being an electric repair facility; they specialize in emergency equipment for police cars and public safety vehicles. Lehr is able to outfit an emergency vehicle with today's latest emergency products and the outfit may be added to the municipal financing making the transition into new police vehicles more streamlined and cost effective.

If approved, the Auburn Police Department would coordinate the completion of the required documents for the financing of the police vehicles which would minimally include the city's most recent complete audited financial statement, a completed Municipal Financing Program Application and a copy of the resolution or meeting minutes showing the proof of this appropriation.

In reviewing the option to obtain new police units, we looked at two municipal financing options. We evaluated the Ford Municipal Financing Program and the Leasing Specialist, LLC program. Our service with Ford was very professional and prompt. There was very little difference in cost between the two financing options.

### Analysis

The flexibility of the payment structure allows for a known and ongoing cost to the city for budgeting. By using the Ford Municipal Financing Program we can replace our old fleet of marked vehicles on a regular schedule and simply add the newly added vehicles to the Municipal Financing Program on the flexible payment schedule rather than having to outlay the funds up front for the vehicles. The payments would be consistent and once we replace our current fleet we would have a known cost that would stay fairly consistent as we continued to cycle old vehicles out of service due to mileage and add new vehicles.

These first two vehicles, one sedan Police Interceptor and one utility Police Interceptor would cost the City of Auburn \$85,585.14 through the Municipal Financing Program rather than having to pay this amount up front for a purchase. The reason for the utility vehicle and the sedan is two-fold. First, the sedan is the traditional and most common police interceptor for law enforcement, and it is very functional for officers serving our community. The utility vehicle has shown to be a valuable addition to our fleet. We currently have two utility vehicles in service in our fleet, one is an unmarked vehicle for the School Resource Officer (SRO) and the other is a marked patrol vehicle. The utility vehicle is more versatile in that it has higher ground clearance and can get into some areas

that the traditional sedan cannot, such as in and around the railroad right-of-way. Additionally, the new Ford utility vehicles are pursuit rated from the factory. By acquiring one sedan and one utility style of police interceptors, we can evaluate these new platforms and replace units ready to be taken out of service, including our current marked 2006 Dodge Durango utility vehicle being used for patrol which has over 110,000 miles.

The purpose of the Municipal Financing Program is to minimize the initial or upfront outlay of funds for cities and other governmental agencies in the purchase of new vehicles, and it also assists with the implementation of a capital replacement plan.

*Alternatives Available to Council; Implications of Alternatives*

1. Approve the recommended expenditure via the Ford Municipal Financing Program as outlined.
2. Deny recommended staff report and look for other alternatives at an unknown cost.

*Fiscal Impact*

Sedan: \$26,609.00 + \$1,995.68 (tax) + \$8.75 (tires) = \$28,613.44 + Lehr quote with tax of \$11,418.20 = \$40,031.63

Utility: \$30,602.00 + \$2,295.15 (tax) + \$8.75 (tires) = \$32,905.90 + Lehr quote with tax of \$12,222.61 = \$45,128.51

The two vehicles will cost \$4,851.56 per quarter with the Municipal Financing Program for an annual cost of \$19,406.24 for five years at which time the vehicle(s) may be purchased with a final payment of one dollar.

Attachment A – Ford credit quote

Attachment B – Ford Credit Lease/Purchase Financing Proposal

Attachment C – Ford Motor Credit Company Municipal Finance Application

Attachment D – Ford quote for sedan

Attachment E – Lehr quote for sedan vehicle

Attachment F – Ford quote for utility vehicle

Attachment G – Lehr quote for utility vehicle

Attachment H – Ford Credit transmittal sheet

Attachment I – Letter from Ford Credit, financing for City of Auburn (No. 8840100)

Attachment J – Daft graphics scheme for new patrol vehicles



FORD CREDIT

Municipal Finance Department  
1 American Road, MD7500  
Dearborn, Michigan 48126

June 12, 2013

Folsom Lake Ford  
Attn: Dan Raimondi  
12755 Folsom Blvd.  
Folsom, CA 95630  
Fax: (916) 353-2078, email: danielraimondi@folsomlakeford.com

Re: Ford Credit Municipal Finance Program Quotation for **City of Auburn, CA, Bid #76569**

Please review the following Ford Credit Municipal Finance quotation.

<u>Quantity</u>	<u>Description</u>	<u>Price</u>
1	2014 Ford Police Interceptor Utility w/ equipment	\$45,128.51
1	2014 Ford Police Interceptor Sedan / equipment	\$40,031.63

All required documentation, municipality's first payment to Ford Credit, and the delivery of the vehicle(s) and/or equipment must take place by 09/30/2013. Otherwise, rates and payments are subject to change. The rates and payment factors are applicable for total amounts funded from \$75,000 - \$149,999.

<u>Total Amount Funded</u>	<u>Number of Payments</u>	<u>Payment Timing</u>	<u>APR</u>	<u>Payment Factor</u>	<u>Payment Amount</u>
\$85,585.14	20	Quarterly in Advance	5.45%	0.056687	\$4,851.56

*Note: To calculate payment amount, multiply total amount funded by the payment factor.*

**Financing is Subject To:**

- Municipality's most recent audited financial statement
- Mutually acceptable documentation
- Confirmation from the dealer of actual selling price.

**Ford Credit Municipal Finance Program**

- An underwriting fee of \$425 is required per transaction, not per unit. It can be paid at time of delivery or funded over the term (included above).
- There is no security deposit, no prepayment penalty, and no mileage penalty
- Non-recourse to the dealer. The same as a cash sale from the dealer to the municipal customer.
- At inception, the new equipment title/registration indicates the municipality as Registered Owner, and designates Ford Credit, 1 American Road-MD7500, Dearborn, MI 48126, as first lien holder.
- At term end, the municipality buys the equipment for \$1.
- The municipality, as owner of record, is eligible for Ford Governmental Price Concessions or other discounts, to reduce product cost

If you need additional information, please contact me at (800) 241-4199, option 1. Thank you for your interest in Ford Credit Municipal Finance Program.

Sincerely,

*James DeYonke*

James DeYonke  
Marketing Coordinator  
jdeyonke@ford.com

**Lease/Purchase Financing Proposal**  
**City of Auburn, Schedule: 8840100**

Term in Months:	60
Payment Timing:	Quarterly in Advance
Payment Amount:	\$4,851.56
Underwriting Fee:	\$425.00, Financed
Payment Factor:	0.056687
Total Amount Financed:	\$85,585.14
Annual Percentage Rate (APR):	5.45%

APR and payment factor are applicable to the total amount financed between \$75,000 - \$149,999.

The delivery of equipment, all required documentation and first payment must be received by Ford Credit by 09/30/2013. After this date rates and payments are subject to change.

<u>Equipment Description</u>	<u>Qty.</u>	<u>Est. Delivery Date</u>	<u>Equip. Cost</u>
2014 Ford Police Interceptor Utility w/ equipment	1		\$45,128.51
2014 Ford Police Interceptor Sedan / equipment	1		\$40,031.63

**Total equipment cost after DOWN/TRADE \$0.00: \$85,160.14**

The above financing proposal has been provided by Ford Credit, for submission to City of Auburn. This proposal is for financing only and is subject to:

- The proposal is subject to credit review, credit approval and mutually acceptable documentation.
- Confirmation from dealer of actual selling price.
- No material adverse change in the financial condition of City of Auburn, prior to funding.
- No change in Federal or applicable state or local tax, regulations, case law, rulings, or other interpretations by the Internal Revenue Service that would affect adversely any Federal, State, or local tax benefit assumed in determining the above proposal.
- Copy of the most recent audited financial statements for City of Auburn.
- Completed Municipal Finance Application.
- Receipt of Tax Exempt Certificate, if applicable.
- Copy of Board Resolution or Meeting Minutes showing proof of appropriation

**Ford Motor Credit Company**  
**Municipal Finance Application Schedule #8840100**  
**June 12, 2013**

1. Complete Legal Name of Municipality ("Lessee") \_\_\_\_\_
2. 9 Digit Federal ID Number \_\_\_\_\_
3. Department Using Vehicle/Equipment \_\_\_\_\_
4. County \_\_\_\_\_
5. Street Address, City, State & Zip \_\_\_\_\_
6. Billing Address (if different from above) \_\_\_\_\_
7. Accounts Payable Contact Person \_\_\_\_\_  
Accounts Payable Phone Number \_\_\_\_\_
8. How will Vehicle/Equipment be used \_\_\_\_\_
9. How many units currently perform this function \_\_\_\_\_
10. Does this equipment replace pervious equipment \_\_\_\_\_ Yes, previous equipment purchased in \_\_\_\_\_  
\_\_\_\_\_ No, reason for new equipment \_\_\_\_\_
11. Self Insured: No ☐ Yes ☐ General Liability Coverage Limits: \$ \_\_\_\_\_  
General liability coverage limit in the amount of \$1,000,000 is required or the State max, if lower.  
Name & Phone # of Insurance Provider \_\_\_\_\_ No. \_\_\_\_\_
12. Will the proposed payments \_\_\_\_\_ Yes  
come from the General Fund \_\_\_\_\_ No, please list fund \_\_\_\_\_  
What is the Fund Balance \$ \_\_\_\_\_ as of \_\_\_\_\_
13. What is your Fiscal Year-End \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_  
**PLEASE SEND A COPY OF YOUR MOST RECENT AUDITED FINANCIAL STATEMENTS**
14. Have the funds been appropriated for the current year \_\_\_\_\_ Yes \_\_\_\_\_ No  
**PLEASE ATTACH A COPY OF THE BOARD RESOLUTION OR MEETING MINUTES**
15. Do you plan on issuing more than \$10 million in tax exempt debt during the current fiscal year \_\_\_\_\_ Yes \_\_\_\_\_ No
16. Attorney's Name and Telephone No. \_\_\_\_\_ No. \_\_\_\_\_

<b><u>CERTIFICATION</u></b>	
<b>I, the undersigned, certify that:</b>	
<ol style="list-style-type: none"><li>1. Lessee has followed all required purchasing procedures regarding the award of the proposed contract.</li><li>2. Lessee has the requisite authority to execute, deliver and perform its obligations under the proposed contract.</li><li>3. The execution, delivery and performance by Lessee of the proposed contract have been duly authorized by all necessary actions on its behalf.</li></ol>	
<b>THE SIGNATURE LINE BELOW IS TO BE SIGNED BY A PERSON AUTHORIZED BY THE GOVERNING BODY TO EXECUTE THE PROPOSED CONTRACT ON BEHALF OF THE LESSEE:</b>	
Print Name AND Title of Authorized Official to sign Contract:	Signature of Authorized Official to sign Contract:

**PLEASE FAX TO 313-390-3783 AND MAIL ORIGINAL TO FORD MOTOR CREDIT COMPANY**  
**1 AMERICAN ROAD-MD7500**  
**DEARBORN, MI 48126**

# FOLSOM LAKE

**FORD**  **THE FORD SOURCE**

12755 FOLSOM BOULEVARD  
FOLSOM, CA 95630 • (916) 353-2000

SEDAN

ORDER BASIS

6/7/13

		RETAIL
P2M	AWD INTERCEPTOR	\$28605
YZ	OXFORD WHITE	
R	CLOTH/VINYL	
W	BLACK	
500A	EQUIP GRP	
	.FLEX FUEL	
99K	.3.7L TIVCT V6	NC
44J	.6-SPD AUTO TRAN	NC
	CA BOARD FEES	NC
13C	DARK CAR LAMP	20
	FRT LICENSE BKT	NC
18G	RR DR/LK INOP	35
20P	NOISE SUP BONDS	95
21B	SPOT LAMP DUAL	605
423	CAL EM NOT REQD	
43E	KEY ALIKE 1435X	\$50
47K	REMAPPABLE AUD	150
✓524	ESP LIGHT MAINT	1560
53M	SYNC SYSTEM	295
62D	ELECTRONIC TRAY	240
65C	BALLISTIC DOOR	3095
67D	PWR WND DISABLE	25
68C	HMI W/SYNC 4.2"	NC
76R	REV SENSING SYS	\$295
77B	REAR VIEW CAM	240
936	CAL SER VEH EXP	NC
97D	RR CONSOLE PLAT	35
97T	TRUNK FAN	60
	SP DLR ACCT ADJ	
	SP FLT ACCT CR	
	FUEL CHARGE	
B4A	NET INV FLT OPT	NC
	DEST AND DELIV	795

TOTAL BASE AND OPTIONS 36200  
TOTAL 36200

\$26,609.00 PLUS TAX  
PLUS \$8.75 CA TIRE  
FEE-LESS \$500.00  
DISCOUNT 20 DAY  
PAYMENT-FOB FOLSOM

✓ INCLUDES: 100,000 MILE-3,000 MILE INTERVAL ESP MAINTENANCE



**Lehr Auto Electric**  
 4707 Northgate Blvd  
 Sacramento, Ca. 95834  
 Phone 916-646-6626  
 Fax 916-646-6656  
 Steve adair  
[Steve@lehrauto.com](mailto:Steve@lehrauto.com)  
[www.lehrauto.com](http://www.lehrauto.com)

Company: **Folsom Lake Ford**  
 Contact: **Daniel A. Rainaldi**  
 Phone Number: **916-351-4246**  
 Email Address: **danr@folsomlakeford.com**  
 Purchase Date:  
 Quote Number: **3915**

### Auburn Police Department Sedan Patrol Qty TBD

Part #	Description	Unit Price	Qty	Total
SW8RRBB	Whelen Liberty 12 Diode take Downs	1701.39	1	1701.39
CCSRNTA3	CENCOM	625.00	1	625.00
STPKT76L	STRAP KIT	0.00	1	0.00
SA315P	SIREN SPEA	205.00	1	205.00
SAK9	SPEAKER BR	22.50	1	22.50
VTX609J	VERTEX RED / Blue	93.09	1	93.09
VTX609J	VERTEX Red/ Blue	93.09	1	93.09
BK0744ITS12	2 LIGHT PB ION white for Wig-WAG	508.30	1	508.30
7160-0410	Gamber Johnson Console	288.65	1	288.65
MCS-INTCUP	INT DUAL C	44.53	1	44.53
MCS-MICPLT	FACEPLATE	39.59	1	39.59
7160-0322	FACEPLATE XTL	28.50	1	28.50
7160-0431	USD and audio faceplate	65.15	1	65.15
7160-0339	FACEPLATE Cencom	28.50	1	28.50
GK10301S1U	DUAL WEAPO	329.72	1	329.72
PK1130ITS12S	10XL COATED Slider	708.93	1	708.93
FT3501RB	Sedan Laguna Seat with Ready Buckle	623.71	1	623.71
IONB	ION LED BLUE Trunk Mounted	119.97	1	119.97
IONR	ION LED RED Trunk mounted	119.97	1	119.97
VTX609R	VERTEX RED IN REAR TAIL LIGHTS	93.09	1	93.09
VTX609B	VERTEX BLUE IN REAR TAIL LIGHTS	93.09	1	93.09
03-0313	FORD SEDAN.HARNES	625.00	1	625.00
Graphics	Utility Graphics	535.00	1	535.00
LF12TRB	LITLITE,12	47.63	1	47.63
BCT15X	SCANNER (BCT15X)	198.75	1	198.75
ABSCANC	ANTENNA SCANNER	36.84	1	36.84
NMOKDS	ANTENNA CABLE	16.50	1	16.50
WK0513ITS12	Window bars OPTION	174.38	1	174.38
DK0100ITS12	Door Panel Cover TPO OPTION	205.92	1	205.92
I	install Graphics	195.00	1	195.00
	INSTALLATION	2592.00	1	2592.00
Sub-total				\$ 10,458.79
Tax 7.50%				\$ 784.41
Freight				175
<b>TOTAL</b>				<b>\$ 11,418.20</b>

Order OEM Ford Dual Spotlight Whelen LED  
 Sync with B/U Camera, keyed alike, 3.7 v6, 3000 mile service

Comments



# FOLSOM LAKE

## FORD



## THE FORD SOURCE

12755 FOLSOM BOULEVARD  
FOLSOM, CA 95630 • (916) 353-2000

SAV (UTILITY)

ORDER BASIS

6/7/13

		RETAIL
K8A	4DR AWD POLICE	\$29960
	.112.6" WB	
YZ	OXFORD WHITE	
9	CLTH BKTS/VNL R	
W	BLACK INTERIOR	
500A	EQUIP GRP	
99R	.3.7L V6 TIVCT	NC
44C	.6-SPD AUTO TRAN	NC
53M	SYNC SYSTEM	295
	FRT LICENSE BKT	NC
17A	AUX CLIMATE CTL	610
17T	CARGO DOME LAMP	50
18W	RR WINDOW DEL	25
21B	REAR VIEW CAM	245
423	CAL EM NOT REOD	
✓ 43D	COURTESY DISABL	\$20
✓ 50D	ESP LIGHT MAINT	1600
51S	DUAL LED LAMPS	620
59E	KEY CODE 1435X	50
60R	NOISE SUPPRESS	100
61S	CONFIG STR WHL	155
68G	RR DR/LK INOP	35
76D	DEFLECTOR PLATE	335
76R	REVERSE SENSING	\$275
85R	RR MOUNT PLATE	35
90E	LH/RH PANELS	3170
92R	SOLAR TINT 2ND	85
936	CAL SER VEH EXP	NC
	FLEX FUEL	
	SP DLR ACCT ADJ	
	SP FLT ACCT CR	
	FUEL CHARGE	
B4A	NET INV FLT OPT	NC
	DEST AND DELIV	895

TOTAL BASE AND OPTIONS 38560  
TOTAL 38560

\$30,602.00 PLUS TAX

PLUS \$8.75 CA TIRE

FEE LESS \$500.00 DISCOUNT

20 DAY PAYMENT FOB

FOLSOM

✓ INCLUDES: 100,000 MILE-3000 MILE INTERVAL ESP MAINTENANCE

# LEHR AUTO

Electric & Emergency Equipment

**Lehr Auto Electric**  
 4707 Northgate Blvd  
 Sacramento, Ca. 95834  
 Phone 916-646-6626  
 Fax 916-646-6656  
 Steve adair  
[Steve@lehrauto.com](mailto:Steve@lehrauto.com)  
[www.lehrauto.com](http://www.lehrauto.com)

Company: **Folsom Lake Ford**  
 Contact: Daniel A Rainondi  
 Phone Number: 916-351-4246  
 Email Address: danr@folsomlakeford.com  
 Purchase Date:  
 Quote Number: 3803

## Auburn Police Department Utility Patrol Qty TBD

Part #	Description	Unit Price	Qty	Total
SW8RRBB	Whelen Liberty 12diode	1701.39	1	1701.39
CCSRNTA3	CENCOM	625.00	1	625.00
STPKT83	STRAP KIT	0.00	1	0.00
SA315P	SIREN SPEA	205.00	1	205.00
SAK9	SPEAKER BR	22.50	1	22.50
VTX609J	VERTEX RED / BLUE	93.09	1	93.09
VTX609J	VERTEX RED/ BLUE	93.09	1	93.09
BK0757ITU12	2 LIGHT PB	531.05	1	531.05
7160-0412	Gamber Johnson Console	288.65	1	288.65
MCS-INTCUP	INT DUAL C	44.53	1	44.53
MCS-MICPLT	FACEPLATE	39.59	1	39.59
7160-0431	USD and audio faceplate	65.15	1	65.15
7160-0339	FACEPLATE Cencom	28.50	1	28.50
7160-0322	FACEPLATE XTL	28.50	1	28.50
GK10301S1U	DUAL WEAPO	329.72	1	329.72
PK1130ITU12SCA	10XL COATED Slider	667.21	1	667.21
FE4502RB	INT SUV W/	1025.00	1	1025.00
IONB	ION LED BLUE GROMMET MOUNTED ON DECK	119.97	1	119.97
IONR	ION LED RED GROMMET MOUNTED ON DECK	119.97	1	119.97
IONGROM	ION	5.05	2	10.10
SFIONR	SPITFIRE ION RED IN REAR WINDOW	122.76	1	122.76
SFIONB	SPITFIRE ION BLUE IN REAR WINDOW	122.76	1	122.76
VTX609R	VERTEX RED IN REAR TAIL LIGHTS	93.09	1	93.09
VTX609B	VERTEX BLUE IN REAR TAIL LIGHTS	93.09	1	93.09
03-0211	FORD UTIL HARNESS	625.00	1	625.00
Graphics	Utility Graphics	535.00	1	535.00
LF12TRB	LITLITE, 12	47.63	1.00	47.63
BCT15X	SCANNER (BCT15X)	198.75	1.00	198.75
ABSCANC	ANTENNA SCANNER	36.84	1	36.84
NMOKDS	ANTENNA CABLE	16.50	1	16.50
WK0595ITU12	POLY WINDOW OPTION	196.84	1	196.84
DK0100ITU12	TPO door panles	193.81	1	193.81
I	install Graphics	195.00	1	195.00
I	INSTALLATION	2692.00	1	2692.00
Sub total				\$ 11,207.08
Tax 7.50%				\$ 840.53
Freight				175
Order OEM Ford Dual Spotlight Whelen LED				
<b>TOTAL</b>				<b>\$ 12,222.61</b>

Comments



FORD CREDIT

**Transmittal Sheet**

Date: June 12, 2013  
To: Victor Pecoraro  
In Reference To: City of Auburn  
Fax Number: (530) 823-4224  
Email: vpecoraro@auburn.ca.gov  
Subject: Award for City of Auburn  
From: James DeYonke  
Our Fax Numbers: (313) 390-3783  
Our Telephone No.: (800) 241-4199, option 1

Transmitting 4 pages, including coversheet

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**Attachments:**

1. Letter stating credit approval requirements
2. Lease/Purchase Financing Proposal for City of Auburn
3. Municipal Finance Application



FORD CREDIT

Municipal Finance Department  
1 American Road, MD7500  
Dearborn, Michigan 48126

June 12, 2013

Victor Pecoraro  
City of Auburn  
Police Department  
1215 Lincoln Way  
Auburn, CA 95603

Subject: Lease/Purchase Financing for City of Auburn, Schedule No. 8840100

Dear Victor Pecoraro,

Thank you for awarding Folsom Lake Ford with the bid to acquire the equipment shown on the attached proposal. We have been advised that this equipment will be acquired using Lease/Purchase Financing arranged by Ford Credit.

In order for us to process the Lease/Purchase documents, please fax or email the following items that are required for credit review and approval.

- Most recent complete audited financial statements for City of Auburn.
- Completed Municipal Finance Application (attached).
- Copy of Board Resolution or Meeting Minutes showing proof of appropriation

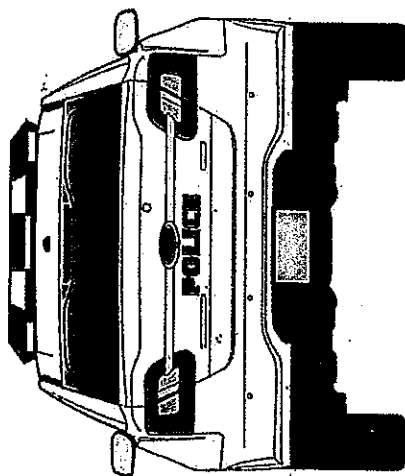
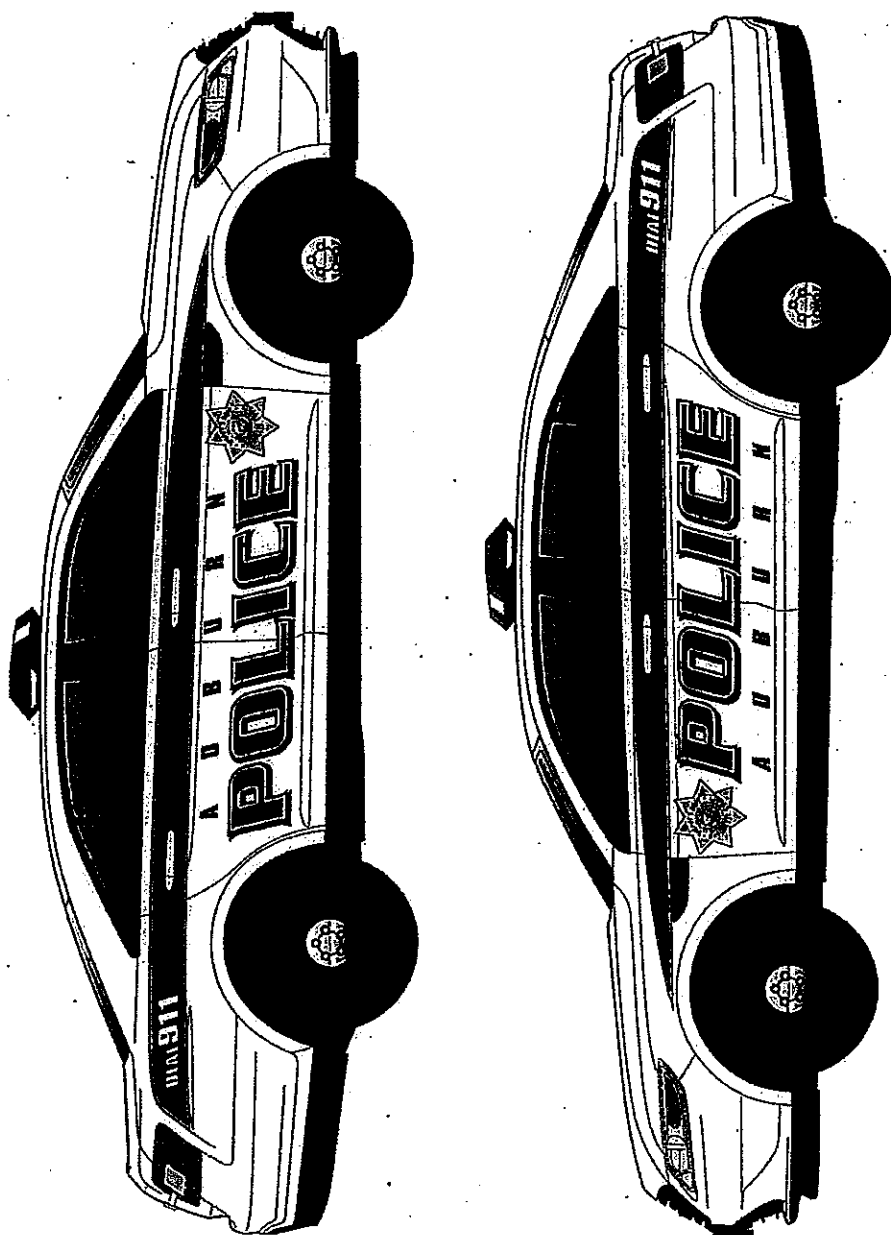
Also, please forward the original signed Municipal Finance Application by mail to Ford Credit, Attn: Municipal Finance, 1 American Road-MD 7500, Dearborn, MI 48126.

If you have any questions concerning this Lease/Purchase financing, please contact me at (800) 241-4199, choose option 1.

Sincerely,

*James DeYonke*

James DeYonke  
Marketing Coordinator  
jdeyonke@ford.com  
fax: (313) 390-3783



1991 Dodge Stratus Police

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RESOLUTION NO. 13-  
RESOLUTION AUTHORIZING THE AQUISITION OF TWO POLICE  
INTERCEPTORS FOR THE AUBURN POLICE DEPARTMENT.

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THE CITY COUNCIL OF THE CITY OF AUBURN DOES HEREBY RESOLVE:

That the City Council of the City of Auburn does hereby authorize the  
City Manager or his designee to sign a contract with Ford Credit for the  
purchase of two police interceptors, one sedan and one utility, outfitted by  
Lehr Auto via the Ford Municipal Financing Program.

DATED: June 24, 2013

\_\_\_\_\_  
Kevin Hanley, Mayor

ATTEST:

\_\_\_\_\_  
Stephanie L. Snyder, City Clerk

I, Stephanie Snyder, City Clerk of the City of Auburn, hereby certify that the  
foregoing resolution was duly passed at a regular meeting of the City Council  
of the City of Auburn held on the 24th day of June 2013 by the following vote  
on roll call:

Ayes:  
Noes:  
Absent:

\_\_\_\_\_  
Stephanie L. Snyder, City Clerk